



WELCOME!



This slideshow offers tips, tricks and ideas for becoming a Young Entrepreneur and a Market Biz Kid! There is a great video to watch on the next slide so be sure to click on that link (hover pointer over link and click Ctrl + Link to open) and some fun online games to learn how to count-back change.

Astoria Sunday Market provides the tents, weights, tables and Chairs. The Biz Kidz provide their display, their product and Their enthusiasm!

We welcome your feedback! Feel free to call the Market at 503-325-1010 or email AstoriaSundayMarket@gmail.com

Thank you Sponsors!



FAILING IS PART OF SUCCEEDING!

► <https://www.youtube.com/watch?v=No1YsLB33Ms>



IDEA GENERATORS!



WHAT OTHER YOUNG ENTREPRENEURS HAVE DONE



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IDEA GENERATORS

Where to find ideas!

Search phrase: simple crafts to make for selling

<http://diyjoy.com/crafts-to-make-and-sell>

<https://diyprojects.com/more-easy-crafts-sell/>

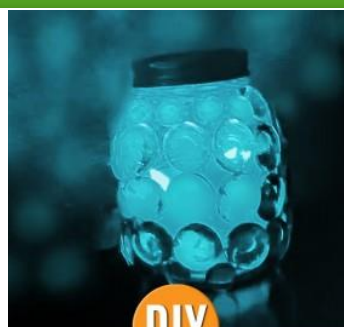
[No Sew Pillow Video](#)

Pinterest Searches! [Pinterest](#)

[Glass Framed Art](#)

[Button Dish](#)





DIY MASON JAR PRISM LIGHT

Apply glue on mason jar



Place glass stones on jar



Place LED candle inside



diyjoy.com



DIY ROPE Bowl

Glue the ends of the rope



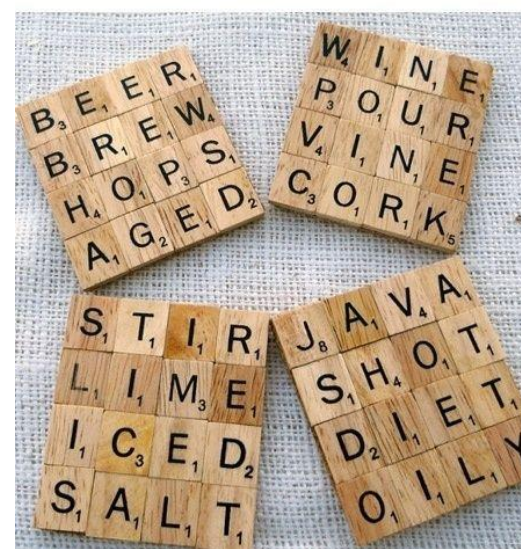
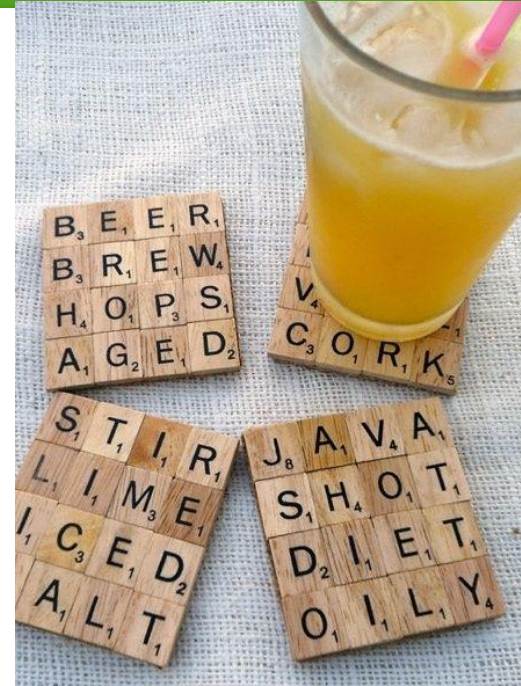
Coil the rope using glue



Shape the coil into a bowl



diyjoy.com



Jill Dubie



DIY
NO SEW PILLOW COVER



WASHI TAPE MINI PALLET COASTERS DIY



GUEST ARTIST! Bonny Gorsuch

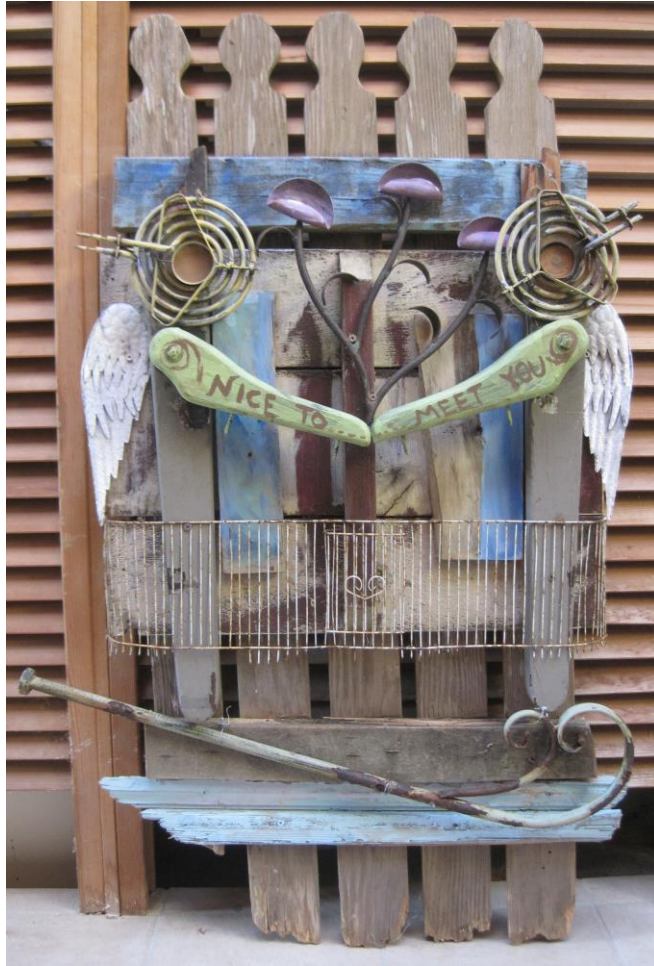


R
Recology
Western Oregon
WASTE ZERO

GUEST ARTIST! Bonny Gorsuch



GUEST ARTIST! Bonny Gorsuch

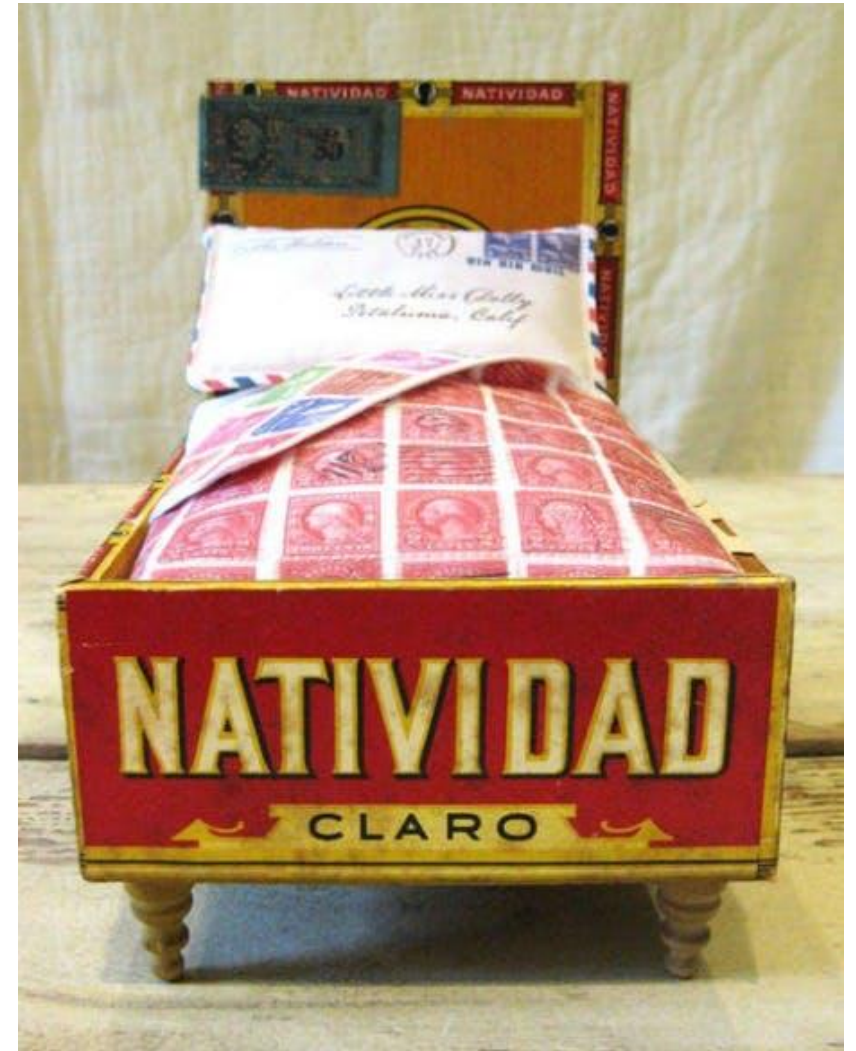


CIGAR BOXES











PACKAGING = BRANDING
Things to think about...
how to package your product!



BRAND

PACKAGING IDEAS = BRANDING

When packaging products, consider these ideas!

Cupcake liners

Paper Doilies

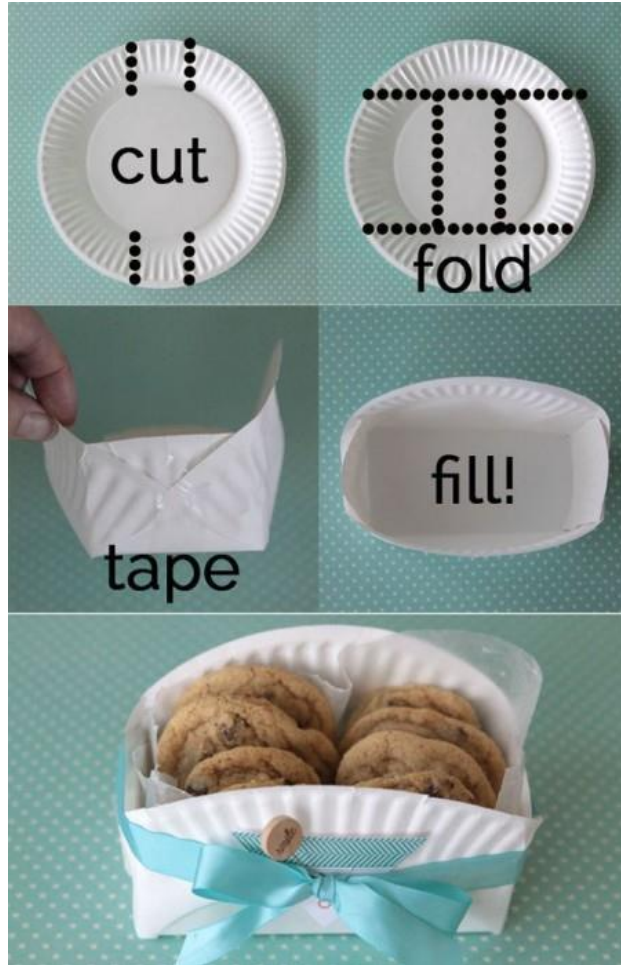
Paper Plates

Fabric Scraps

Paper Bags

Newspaper

Mason Jars





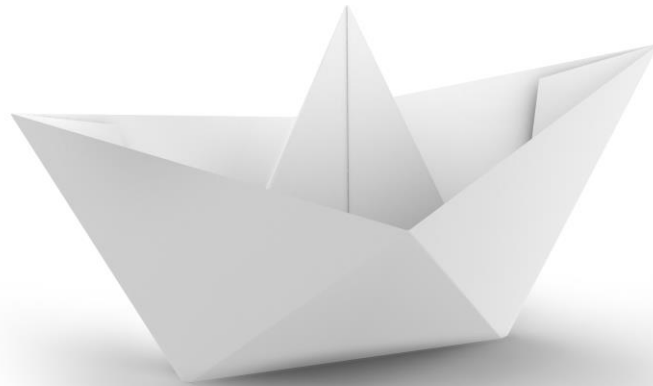
www.esteribanez.com



More Paper Bag Ideas

PRICING YOUR PRODUCT

Raw materials + time + Overhead



DESIGN & PRICING CHALLENGE!

CREATE A BEVERAGE

- The Price of things: How much does one cup of lemonade cost?

Here is an activity you can do at home! Pretend you are opening a drink stand. It can be something simple (lemonade) or use your imagination and create a super-special beverage.

- What is the cup size? Style (clear or colored?)
- Is there a lid? A straw? Tiny umbrella or plastic mermaid?
- Who are your customers? Working parents returning from home? Kids? Athletes? Elderly? Fitness buffs?
- What are the ingredients? Packaged pre-made powder & water? Fresh squeezed juice? Or your own mix of ingredients?
- What are the cost of the cups, lids, ingredients? The next slide offers options to choose from.

DESIGN & PRICING CHALLENGE!

CREATE A BEVERAGE

- IDEAS! Round lids? Flat lids? No lids? Straws?



Plastic cups or re-usable glass?



DESIGN & PRICING CHALLENGE!

CREATE A BEVERAGE

- The Price of things: How much does one cup of lemonade cost?

Now that you've had some fun designing your product, open up the worksheet and print out or fill in from the computer. Make your choices (there are no wrong choices) and figure out what one cup of lemonade or other beverage would cost! Mix and match --- see how many different prices you come up with.

Once you know the cost, you can then decide how much to sell that cup for. Is it a designer cup and you can get a higher price? Or is the plan to sell a lot of cups for less (and maybe the cups are smaller).

You'll later need to figure out how much your product cost to make and what to charge.

WHOLESALE STORE PRICE SHEET

COUNTING BACK CHANGE



MAKING CHANGE!

Change-Maker

Cash-Out

YOUR BOOTH DISPLAY



YOUR BOOTH DISPLAY -- MATTERS



LEMONADE STANDS ARE NOT ALL THE SAME!





SALES!





Stockphoto